

## Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-08 ISO-00 EB-04 INT-05 SS-15 SSO-00

CIAE-00 INR-05 LAB-01 NSAE-00 RSC-01 SIL-01 INRE-00

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O 011617Z NOV 74

FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST IMMEDIATE

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E.O. 11652: N/A

TAGS: BPRO, RO

SUBJ: INFORMATION FOR SECRETARY KISSINGER'S VISIT -  
STATUS OF PHOTSENSITIVE PAPER AND COKING COAL  
PROJECTS

REF: BRAMMANTE-SEVERANCE TELECON OCT. 31, 1974

1. PHOTSENSITIVE PAPER PROJECT--BROWN OF OLSZEWSKI  
ASSOCIATES AND PARTY HAVE RETURNED TO U.S. AND ARE IN  
PROCESS OF PREPARING A LETTER TO ROMANIANS STATING NEW  
PAYMENT TERMS AND PRICE (INCREASED FROM DOLS 13.5 MILLION TO  
DOLS 15-17 MILLION). ROMANIANS HAVE APPARENTLY AGREED THAT  
HIGHER PRICE IS REASONABLE FOR COMPLETE PROJECT. UPON  
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RECEIPT OF LETTER, ROMANIANS WILL BE FACED WITH NEED TO

MAKE A DECISION BY END OF NOVEMBER ON WHETHER TO GO AHEAD WITH COMPLETE PROJECT ON BASIS OF REVISED PRICE AND PAYMENT TERMS OR WHETHER TO START WITH A PILOT PLANT (DOLS 3.5 MILLION) ACCORDING TO BROWN, GAF AND AGFA ARE NOT IN RUNNING SINCE BOTH HAVE ALREADY TURNED ROMANIANS DOWN. IN VIEW OF STATUS OLSZEWSKI NEGOTIATIONS, WE FEEL IT INAPPROPRIATE TO CONTACT GAF AND AGFA AT THIS TIME. UNABLE TO REACH KNOWLEDGEABLE KODAK OFFICIAL; KNOW OF NO CHANGE IN KODAK'S PREVIOUSLY INDICATED LACK IF INTEREST.

2. COKING COAL - REGARDING CURRENT LABOR NEGOTIATIONS, INDUSTRY AND THE UNITED MINE WORKERS HAVE RESOLVED NON-ECONOMIC ISSUES SUCH AS SAFETY AND MANAGEMENT, AND DISCUSSIONS NOW SHIFTING TO WAGES AND BENEFITS. INDUSTRY STILL BELIEVES STRIKE LIKELY OWING TO CURRENT INABILITY OF BOTH SIDES TO REACH AGREEMENT ON ECONOMIC ISSUES. ISLAND CREEK REPORTS INITIAL SHIPMENTS OF COKING COAL TO ROMANIA HAVE BEEN COMPLETED AND DISCUSSIONS CONTINUE REGARDING POSSIBLE JOINT VENTURE. CONSOLIDATION SAYS IT WILL LOAD ADDITIONAL SHIPMENT AT HAMPTON ROADS ON NOVEMBER 1, WHICH WILL BRING ITS PERFORMANCE ON ITS 1974 CONTRACT QUOTA UP TO 60 PERCENT. POSSIBILITY OF ADDITIONAL SHIPMENT IN DECEMBER COULD RAISE THIS TO 70 PERCENT WHICH IS HIGHER THAN ITS FULFILLMENT OF OTHER 1974 EXPORT CONTRACTS. CONSOLIDATION ALSO REPORTS HAVING RECEIVED PROPOSALS SIMILAR TO GOR JOINT VENTURE FROM SEVERAL SOUTH AMERICAN COUNTRIES AND JAPAN. COMPANY'S POSITION IS THAT GOR PROPOSAL WILL HAVE TO BE VIEWED IN THIS COMPETITIVE CONTEXT.  
INGERSOLL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 NOV 1974  
**Decaption Date:** 01 JAN 1960  
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**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** smithrj  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Enclosure:** n/a  
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**Subject:** INFORMATION FOR SECRETARY KISSINGER'S VISIT - STATUS OF PHOTSENSITIVE PAPER AND COKING COAL  
**TAGS:** BPRO, RO  
**To:** BUCHAREST  
**Type:** TE  
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